

Message Text

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PAGE 01 THE HA 05026 161344Z

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ACTION COME-00

INFO OCT-01 EUR-25 ISO-00 EB-11 CIAE-00 INR-10 NSAE-00

RSC-01 DRC-01 /049 W

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R 161320Z NOV 73

FM AMEMBASSY THE HAGUE

TO SECSTATE WASHDC 2371

UNCLAS THE HAGUE 5026

PASS DEPARTMENT OF COMMERCE BIC/OIM/MRD

E.O. 11652: N/A

TAGS: BEXP: NL

SUBJECT: EVALUATION OF BIDS: OIM TARGET INDUSTRY RESEARCH: PROCESS
CONTROL INSTRUMENTATION (PG1), NETHERLANDS

REF: A-8403 OCTOBER 5, 1973. TRANSMITTAL SLIP COVERING 3 BIDS

DATED NOV.9, 1973

1) THREE DUTCH FIRMS SUBMITTED BIDS FOR REF STUDY, NV.NSS, KWW
INTERNATIONAL AND ECOPLAN B.V.

2) NV. NSS SUBMITTED BID FOR NETHERLANDS OF US \$5,220. OR 13,688
DUTCH GUILDERS INCLUDING 16 PERCENT VAT. 30 INTERVIEWS PROPOSED;
10 WITH ENGINEERING CONSULTANTS, 5 WITH ELECTRICAL INSTALLERS,
5 WITH MANUFACTURERS, 10 WITH PROCESSING INDUSTRIES, PLUS
A FEW WITH UNIVERSITIES AND LABS.

FIRM STATES THAT IT HAS DONE MARKETING RESEARCH ON PUMP AND
PROCESSING APPARATUS, ON PROCESSING HIGH AND LOW DENSITY PCV AND
HOSPITAL INSTRUMENTS. NO NAMES GIVEN.

3) KWW INTERNATIONAL SUBMITTED BID OF US\$13,000 OR 33,000 DUTCH
GUILDERS FOR NETHERLANDS AND US \$14,000 OR 36,000 DUTCH GUILDERS
FOR FRANCE, THESE FIGURES EXCLUDE VAT BECAUSE FIRM PLANNING INVOICE
IN SWITZERLAND. 39 INTERVIEWS PROPOSED FOR NETHERLANDS, 42 FOR
FRANCE WITH FOLLOWING BREAKDOWN INTERVIEWS BETWEEN
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2 COUNTRIES. NATURAL GAS LIQUIDS 2,2; FOOD PROCESSING 4,5; PAPER

PAPER PRODUCTS 1,3; CHEMICAL PROCESSING 6,6; PETROLEUM 4,2; STONE,
CLAY, GLASS 2,2; PRIMARY METALS 2,2; UTILITY SERVICES 4,4;
INSTRUMENTS 2,2; TRADE 5,5; AND MISC. 5,5.

FIRM STATES THAT IT HAS CONDUCTED A 5 COUNTRY SURVEY OF STAINLESS
STEEL APPARATUS FOR USE PROCESSING INDUSTRIES FOR DUTCH INDUSTRIAL
GROUP AND SURVEY ON FLOW MEASUREMENT FOR GERMAN INVENTOR (BOTH UNNAMED

BUT FIRM WILL TO DIVULGE NAMES UPON SPECIAL REQUEST), FLUID POWER
TECHNOLOGY IN 1966/1971 FOR APPLIED POWER INDUSTRIES AND PLASTICS
PROCESSING MACHINERY FOR US INDUSTRIES.

4) ECOPLAN NV SUBMITTED BID OF 16,190 DUTCH GUILDERS NOT INCLUDING
VAT OF 16 PERCENT. NO DOLLAR FIGURE GIVEN. NO PRECISE NUMBER OF
INTERVIEWS PROMISED BUT STATES 1/3 WILL BE IN INDUSTRY
2/3 IN TRADE AND OTHER SECTORS. NO PREVIOUS MARKET RESEARCH
STUDIES IN THE SUBJECT FIELD ARE MENTIONED IN BID.

5) POST RECOMMENDS NV.NSS ON BASIS ITS PRICE AND PREVIOUS
EXPERIENCE.
GOULD

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Message Attributes

Automatic Decaptioning: X
Capture Date: 01 JAN 1994
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: n/a
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Decaption Note:
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Disposition Approved on Date:
Disposition Authority: n/a
Disposition Case Number: n/a
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Disposition Date: 01 JAN 1960
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
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Drafter: n/a
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TAGS: BEXP, NL
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